OPEN SOURCE SOLUTIONS, Inc.
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1 July 1993

Dear Colleague,

Enclosed is early notification of our plans for the second international symposium on "National Security & National Competitiveness: Open Source Solutions", to be held 2-4 November 1993 at the Omni Shoreham, in Washington, D.C. This magnificent hotel is in the middle of the prestigious Connecticut Avenue restaurant and boutique area; adjacent to the Rock Creek Parkway exercise trail; two blocks from the National Zoo; and minutes from all major monuments and official buildings.

Our symposium focuses on three themes of urgent interest to all national security organizations as well as international enterprises concerned with their viability in an era of major change: what unclassified sources of multi-media (imagery and signals as well as print) data which can be bought relatively inexpensively by government and private sector organizations; information handling tools which can convert information into intelligence; and opportunities for government and private sector contracts to increase organizational capabilities to collect, process, and exploit or disseminate international unclassified data.

Last year we had 629 participants, each of whom was able to take advantage of critical insights from such authorities as the Deputy Director of Central Intelligence, the Chief of Staff of the Defense Intelligence Agency, the Director of Defense Information, and leading technical experts such as Jay Keyworth, Bob Kahn, John Gage, and Stephen Andriole. Microtimes, in naming me one of the "Microtimes 100: Industry leaders and unsung heroes who made a difference in the computer industry in 1992 and helped create the future", was really recognizing the quality of my speakers, and the fact that for the first time we succeeded in bringing the intelligence community, the information industry, and buyers of information and intelligence services into the same room.

Although many of the participants commented that it would be hard to out-do our performance last year, our goal this year is to do exactly that. In addition to a most serious effort to attract the Vice-President of the United States to this forum, we have added three panels of Chief Executive Officers and Assistant Secretaries to provide the first-ever public discussion of open source intelligence requirements from the point of view of the policy and senior private sector leader. We have also added numerous organized interest groups, will have 30 carefully chosen displays and are extending to all major information associations of the world an invitation to host an information table at no cost to themselves. In 1992 our international audience was composed of 1/3 government (mostly intelligence), 1/3 information industry, and 1/3 brokers and hackers. In 1993 my objective, besides retaining these three groups, is to add a major foreign

presence, both government and private sector, including the global financial community, and international business users/buyers of information. I have sent personal notices of this event to every minister of foreign affairs, defense, intelligence, commerce, education, and banking in the world, and also to major corporations and Chambers of Commerce.

Your early registration will not only assure you of a seat, but it will help balance our workload and our cash flow, as well as our contracting for copies of the background volume and the book to be provided to each participant. For this reason I am adopting the traditional mechanism of most conference organizers, and adding a $50 surcharge for corporate, academic, and foreign government registrations postmarked after 1 September. I urge you to register now. All organizations, corporate, academic, and government, are eligible for a $50 discount per seat if blocks of ten or more seats are purchased prior to 1 September 1993. In the case of those traveling from a foreign country, I will extend this discount to any group that registers together (i.e. from different organizations, same country--please share this information with others).

Displays will cost $2000 (with two seats) or $1750 (one seat) for a 10' x 10' pipe and drape arrangement, with telephone jack and power provided where requested. Display locations will be selected by vendors based on date of payment. Seats are transferable and include full access to the plenary sessions and the interest groups; those hosting displays may also buy additional seats at a discount of $50 per seat without having to meet the requirement for ten or more seats.

Our magnificent hotel is less than 100 meters from a Metro stop and has ample parking. This year I have also been able to get substantial discounts from major airlines for our out of town participants--up to 40% off for travel anytime within five days either side of the symposium. The registration form has a number to call for discounted bookings on any of the airlines, or for the codes to obtain discounted rates directly; and the number for obtaining a guaranteed reservation at the Omni Shoreham (with our special rate). Please stay at the Omni.

I hope that you will join us in 1993, and that you will share copies of this material with as many of your colleagues-- around the world and across organizational boundaries--as possible. A revolution is occurring as the world of intelligence collides with the world of increasingly superior and competitive open information--this is the international symposium that is not only setting the agenda for change, but bringing the international change agents together. I would be very pleased if you were a member of this group and shared with us your particular perspectives.

Sincerely yours,

RDSteele (ROBERT)

Robert David Steele
President

SECOND INTERNATIONAL SYMPOSIUM ON
"NATIONAL SECURITY & NATIONAL COMPETITIVENESS:
OPEN SOURCE SOLUTIONS"

Omni Shoreham Hotel, Washington, D.C.
2-4 (Tuesday-Thursday) November 1993

Draft Schedule, Iteration #26

Tuesday, 2 November 1993

0700-0800 Coffee Service, Registration

0800-0830 "Golden Candle" Awards for Innovation in Open Source Intelligence (OSCINT) Endeavors

0830-0900 Overview Session, Mr. Robert D. Steele, Host "From School House to White House: Creating A National Knowledge Strategy and A Public Intelligence Agency To Foster National Competitiveness"

0900-0930 Mr. Arthur Elias, President, Information Management (and author/editor of Information Industry Yearbook) "Overview of the International Information Industry in 1993"

0930-1000 Mr. Paul Wallner, Open Source Coordinator, "Overview of the U.S. Intelligence Community's Open Source Requirements & Capabilities"

1000-1030 Mr. Philippe Malaud, Member of the French Senate, former Minister of Information, and former President of the European Economic Union, "France and the Age of Information" (alternate keynote)

1030-1100 Mr. Phil Lader, Deputy Director for Management, Office of Management and Budget (also member, Vice-President's team to study government), "The Role of Information in Re-Engineering the Government and Enabling Policy Leadership""

1100-1200 Break

1200-1245 Lunch Served In Place
1245-1330 Vice-President Al Gore, "Changing Definitions of National Security & National Competitiveness: Presidential Directions in Information Policy, Spending, and Law"

1330-1400 Break

1400-1445 Alvin Toffler, "National Knowledge Strategies and Information War & Peace" (his latest book on this topic goes to press in April and on sale in September of this year)

1445-1515 Q&A for Mr. Toffler

1515-1630 Consumer Panel: CEOs & Assistant Secretaries Energy/Environment--"Our Needs for Unclassified Intelligence" (Moderator: Mr. James Thomas, Battelle, 15 minutes introduction, 15 minutes each)

1630-1700 LtGen Norm Wood, USAF (Ret), former Director of (U.S.) Intelligence Community Staff, "'Intelligence Conversion' and International Corporate Information Strategies for Profit"

1700-1800 Reception (Heavy Hors d'Ouerves, Cash Bars)

1800-2000 Interest Groups (Group A in Ballroom w/Cash Bar)

Wednesday, 3 November 1993

0700-0800 Coffee Service and Static Displays

0800-0830 Mr. John Berbrich, Defense Intelligence Functional Manager for Science & Technology, "Defense Intelligence Open Source Issues & Directions"

0830-0900 Mr. Tom Pedtke, Foreign Aerospace Science & Technology Center, "The Open Source Storefront: Report on the Intelligence Community Prototype"

0900-0930 Ms. Terry Kees, Chair Advanced Information Processing and Analysis Steering Group (Intelligence Community): "Integrating Information Handling Research & Development Efforts of the Intelligence Community, the Defense Advanced Research Projects Agency, and the Private Sector""

0930-1000 Dr. Gordon Oehler, Director, Non-Proliferation Center, "Open Sources and Strategic Intelligence: A Vision of the Future"

1000-1030 Mr. Mitch Kapor, Electronic Freedom Foundation, on "International Public Networks"

1030-1200 Displays & Interest Groups

1200-1245 Lunch Served in Place
1245-1330 Secretary of Commerce Ron Brown, "National Competitiveness and Information Technology: Strategic Directions for the U.S. Economy"

1330-1400 Break

1400-1500 CEO Panel from Aircraft, Automobile, Pharmaceutical, Textile Industry: "Our Open Source Intelligence Requirements" (Moderator: Mr. Dan Himelfarb,President of the Society of Competitive Intelligence Professionals, 12 minute introduction, 12 minutes each)

1500-1530 Mr. Thomas Eger, Vice President and Director, Processing Group, The Analytical Sciences Corporation, "The Open Source Refinery as an Element of National Security & National Competitiveness"

1530-1600 Brewster Kahle, WAIS, Inc. "The Wide Area Concept for a Global Information Architecture"

1600-1630 Mr. Mert McGill, Vice President for Legal Information Services, Mead Data Central, "Private Sector Capabilities & Limitations in Collecting, Processing, and Disseminating Intelligence"

1630-1700 Mr. Jan Leijonhielm, Head of Bureau, Department of Defence Analysis, National Defence Research Establishment, Sweden, "National Defence Research: the Critical Role of Open Sources and Products"

1700-1730 Dr. Vint Cerf, President, INTERNET Society, "INTERNET Directions & Opportunities"

1730-2000 Displays & Interest Groups (Cash Bars)
Interest Group A in Regency Ballroom (Cash Bar)

Thursday, 4 November 1993

0700-0800 Coffee Service and Static Displays

0800-0830 Ms. Helen Burwell, President of Burwell Enterprises and Past President, Association of Independent Information Producers, "Trends, Tools, and Gaps in Data Acquisition and Online Multi-Media Data Services"

0830-0900 Mr. Paul A. Caldwell, President, PSYTEP Corporation, "The International Investigative Market: Sources, Methods, and Products"

0900-0930 Mr. Robert Kohler, Vice President and General Manager, TRW Avionics and Surveillance Group "The Private Sector Role in National

Intelligence"

0930-1000 Mr. Robert Hall, Editor, *Jane's Intelligence Review*, "Jane's Approach to the New Threat Environment"

1000-1200 Displays & Interest Groups

1200-1245 Lunch Served In Place
1245-1330 Mr. Keiji Shima, Director, Shima Media Institute, former Chairman of NHK (world's largest broadcasting company), "Information, Media, and Politics in Japan and Far East Asia"

1330-1400 Break

1400-1500 Assistant Secretary Panel (State/Pol-Mil, Defense/ SO/LIC, Interior, Commerce): "Our Open Source Intelligence Requirements" (Moderator: Dr. Gregory Treverton, Vice-Chairman, National Intelligence Council, 12 minute introduction, 12 mintues each)

1500-1530 Dr. Lloyd S. Etheredge, Director, The Policy Sciences Center, Inc., Yale, "National Knowledge Strategies, The Intelligence Community, and the Library of the Future"

1530-1600 Mr. Herve Serieyx, President, (French) Scientific Committee), "Information as a Company's Intelligence: Strategic Directions in France"

1600-1700 Open Microphones for General Q&A (Various Speakers, Mr. Robert Steele, Moderator)

1700-1900 No-Host Networking Reception (Cash Bar)

NOTE: With the exception of the Vice President and the Secretary of Commerce, named speakers are confirmed.

INTEREST GROUPS

NOTE: These groups will be by subscription (no cost, first to sign up by mail or at symposium), and will be limited to numbers shown for each Group/Room.

Group A: In Ballroom, unlimited seating
Group B: Cabinet Room, 55 people
Group C: Council Room, 45 people
Group D: Eisenhower Room,40 people
Group E: Kennedy Room, 40 people
Group F: Roosevelt Room, 40 people
Group G: Senate Room, 40 people
Group H: Embassy Room, 65 people

Tuesday, 2 November 1993

Evening Sessions

A: Andrew Shepard, Community Management Staff, "Intelligence Analysts Speak Out On Their Open Source Requirements"
Panelists: 01 Mr. Jack Davis, Master Analyst (Retired)
02 Ms. Karin Dolan, Senior USMC Analyst
03 Theater CINC Analyst
04 UK/MOD Analyst

B: DIALOG, "Hands-on Review of Capabilities & Directions in Intermediary Services"
Panelists: 01 AIIP Representative
02
03
04

C: Ross Stapleton, "Navigating the INTERNET in Search of Unclassified Intelligence"
Panelists: 01 Hank Roberts, WELL-person
02
03
04

D: Mr. Win Schwartau, Executive Director, INTERPACT, "Information Warfare: Waging and Winning Conflict in Cyberspace"

01
02
03

04

E: Arthur Miller & Associates, "Cyberspace Law: Who Owns Information Anyway, and How Must We Change the Law and It's Electronic Enforcement?"
Panelists: 01
02
03
04

F: Mr. Jack Quinn, Japanese intelligence specialist, "Open Sources and Methods About Japan, and Japanese Utilization of Open Sources and Methods"
Panelists: 01
02
03
04

G: Key Books in the Open Source Intelligence Arena--Table-Top Displays

H: Information Associations of the World--Table-Top Displays

Wednesday, 3 November 1993

Morning Sessions

A: None-Ballroom MUST be completely cleared for luncheon setup

B: Society of Competitive Intelligence Professionals Panel on Business Analysts' Requirements for Open Sources & Methods"
Panelists: 01 Mr. Don Gendron, TASC
02 Mr. Jack Oman, TRW/ESL
03 AIIP Representative
04

C: Office of the Director of Central Intelligence, Open Source Coordinator, "Open Source Tools"--COTR Discussion of Technical Capabilities & Directions"
Panelists: 01 Mr. Paul Livingston, systems specialist
02 Mr. Tim Hendrickson, Foreign S&T Center
03 Defense Technical Information Center
04 Foreign Aerospace S&T Center

D: Mead Data Central, "LEXIS/NEXIS and the Privatization of Intelligence: Corporate Strategies for Success"
Panelists: 01
02
03

04

E: Gladys Cotter (NASA), "Global Change and Environmental Multi-Media Data Sources and Tools"
Panelists: 01 NOAA Representative
02 LANDSAT Representative
03 EARTHSAT Representative

F: Mr. Paul Caldwell, President, PSYTEP Corporation, "The International Investigative Market: Sources, Methods, and Products"
Panelists: 01
02
03

G: Key Books in the Open Source Intelligence Arena--Table-Top Displays

H: Information Associations of the World--Table-Top Displays

Evening Sessions

A: Dr. Jennifer Sims, "Legislation, Money, and Policy: Directions for 1994-1996"
Panelists: 01 Dr. Mike Nelson, OVP
02 Ms. Christine Wegman, Hill
03 Mr. Bruce McConnell, OMB

B: Mr. Joichi Ito, President Right Vision International, Inc./neoteny. "Open Source Networking with Japan: A 'Win-Win' Strategy"
Panelists: 01
02
03

C: Hacker's View of Needed Legal Changes
Panelists: 01 Emmanuele, Editor of *2600: The Hacker's Quarterly*
02 Phiber Optic
03 Knight
04 Glenn Tenney, Esq., Organizer of Hacker's Conference

D: Mr. David MacMichael, Association of National Security Alumni, "Soviet Intelligence Officers on Open Source Intelligence"
Panelists: 01 Col Vladimir B. Barkovsky, Ph. D., former Deputy Director, KGB Science & Technology Institute
02 Col Yuri I. Modin, Ph. D., former Deputy Director, Research Institute on Intelligence Problems
03 Col Vsevelod I. Gapon, former Deputy Chief of Division, KGB

04 Col Yuri H. Totrov, former KGB Section Chief for Counterintelligence (Central Intelligence Agency Affairs)

E:

F:

G: Key Books in the Open Source Intelligence Arena--Table-Top Displays

H: Information Associations of the World--Table-Top Displays

Thursday, 4 November 1993

Morning Sessions

A: None--Ballroom MUST be completely cleared for luncheon setup

B: Major service provider hosting session on "Pricing and Access Alternatives: Consumer-Producer Roundtable"
Panelists: 01 Mr. Kurt Molholm, Administrator, DTIC
02 Mr. Gus Hunt, CIA Open Source Coordinator
03
04

C: TBD, "National Competitiveness and National Copyright Law: Changing the Rules of the Game"
Panelists: 01 Department of Justice representative
02 CIA or NSA Copyright Lawyer
03 Electronic Frontier Foundation lawyer
04 Ralph Nader's lawyer or economist

D: International Financial Intelligence? BALLROOM SESSION
Panelists: 01
02
03
04

E:

F:

G: Key Books in the Open Source Intelligence Arena--Table-Top Displays

H: Information Associations of the World--Table-Top Displays

OSS NOTICES

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93-001 24 April 1993

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Above is actual table of contents for first issue of ***OSS NOTICES***, a bi-monthly publication intended to serve senior international government and private sector executives vitally interested in open information "sources & methods"--this publication culls out from the literature of the intelligence, information, commercial, private investigative, and librarian communities those critical events, public statements, capabilities, and references that will help a government agency or private corporation increase its profit and reduce its costs through improved information practices, improve its return on investment for external information collection, and optimize its exploitation of internal information as an asset of consequence. A **Chief Information Officer** is no more a "technician" than a Chief Financial Officer is a mere book-keeper. A Chief Information Officer must be the organization's "Director of Central Intelligence", and artfully manage **data acquisition, data handling including library services and global online access, competitor intelligence, and long-term strategic intelligence services**. Call me if you have questions!

SECOND INTERNATIONAL SYMPOSIUM
"NATIONAL SECURITY & NATIONAL COMPETITIVENESS:
OPEN SOURCE SOLUTIONS"

2-4 November 1993, Omni Shoreham, Washington, D.C.

INVOICE **Registration, Subscription, & Directory Information** **INVOICE**

____ Check here if you are registering but do NOT wish to appear in the international directory to be distributed on the last day of the symposium. (Reverse of last year)

____ Check here if cannot attend but do wish to appear in the directory (Note that a check for $100 is required if you wish to receive ***OSS NOTICES***, but not for listing).

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Please make your **hotel reservations** now at the Omni Shoreham, telephone (202) 234-0700 (must mention OSS 93 when registering to receive preferred rate).

Airline Discounts of up to 40% can be obtained by booking through Adrian Travel Service (Barbara) at (914) 273-6450, fax (914) 273-4835.

Please use a copy of this form as an automatic invoice in those instances where you cannot be reimbursed personally. **Return form with check to** Open Source Solutions, 1914 Autumn Chase Court, Falls Church, Virginia 22043-1753. Forms accompanied by training or purchase orders in lieu of checks are accepted if your organization allows no alternative. Your precedence number for interest groups will be based on date payment is received.

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ORDER FORM FOR OSS 92 PROCEEDINGS

Volume I of the Proceedings includes all of the background information and articles given to each registrant. A copy of Herb Meyer's Real World Intelligence will also be provided while supplies last. Volume I, now in its third printing, costs $30 and contains fundamental background material of continued pertinence.

Volume II of the Proceedings includes the directory of those who agreed to be listed, text and viewgraphs for all speeches, and additional background papers. It is over 500 pages of substantive information. As speakers and topics change from year to year, Volume II remains a fundamental reference document and is available for $50.

Video Proceedings consist of a set of eight VHS (or Beta if requested) tapes containing the complete symposium less Anderson, Adriole, and Nobel (technical loss). This element of the Proceedings is exceptionally useful for internal training programs, and also includes the remarks of the Congressional staff which do not appear in Volume II. Tapes for OSS 92 are available for $250.

Multiple copies may be ordered. Prices include shipping and handling for U.S. addresses only. International orders must add a single $30.00 charge for special postage and handling by air, or a single $15.00 charge for handling by surface mail.

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